Sales Pipeline

Performance Review

Null Add-On Business New Business Services

What are the achievements of the Last 90 days?

✓ 342 WON opportunities
on 53 clients (22 new, 31 existing)
for a total of $ 14.8M

✗ 7 L
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Pipeline Review ..	Opportunity Description	Opportunity Cl..	Account	Opportunity Owner	Opportunity Type	O
Closed Last 90 days	Displaytech - Add-On Busine..	13-Apr-22	Displaytech	Rochell Sainteau	Add-On Business	Cl
	Employnet - Add-On Busines..	13-Apr-22	Employnet	Elli Fishpoole	Add-On Business	Cl
	AJC Corporation - Add-On Bu..	13-Apr-22	AJC Corporation	Bellina Catmull	Add-On Business	Cl
	Employnet - Add-On Busines..	13-Apr-22	Employnet	Benji Gorgl	Add-On Business	Cl
	Displaytech - Add-On Busine..	13-Apr-22	Displaytech	Laureen Isard	Add-On Business	Cl
	Employnet - Add-On Busines..	13-Apr-22	Employnet	Elli Fishpoole	Add-On Business	Cl
	Displaytech - Add-On Busine..	13-Apr-22	Displaytech	Rochell Sainteau	Add-On Business	Cl
	AJC Corporation - Add-On Bu..	13-Apr-22	AJC Corporation	Bellina Catmull	Add-On Business	Cl
	Homeland Company - Add-O..	13-Apr-22	Homeland Company	Rochell Sainteau	Add-On Business	Cl

Where to focus our efforts on the Next 90 days?

23 OVERDUE opportunities
on 17 accounts (0 prospects, 17 clients)
for a total of $ 1.2M

107 Cl
on 42 accour
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Pipeline Review ..	Opportunity Description	Opportunity Cl..	Account	Opportunity Owner	Opportunity Type	O
Closing Next 90 days	Haven Enterprises - Add-On ..	11-Jun-22	Haven Enterprises	Bellina Catmull	Add-On Business	Di
	Amptech Corporation - Servi..	01-May-22	Amptech Corporation	Karole Croot	Services	Qu
	Permadyne - Add-On Busine..	30-May-22	Permadyne GmbH, LTD	Rochell Sainteau	Add-On Business	Pr
	Aims Social, Inc. - New Busin..	18-May-22	Aims Social, Inc.	Rochell Sainteau	New Business	Pr
	Towson Inc. - Add-On Busine..	19-May-22	Towson Inc.	Kendra Liddy	Add-On Business	Pr
	General Utilities - New Busin..	21-Jun-22	General Utilities	Rochell Sainteau	New Business	Qu
	Roseburg Products - Add-On..	21-Apr-22	Roseburg Products	Trudy Mizen	Add-On Business	N
	Morpon Brothers - New Busi..	18-May-22	Morpon Brothers	Kendra Liddy	New Business	Qu

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